

# Welcome!

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to





**MERLIN WORKS**

**Improv Skills for Work and Life**

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**Fast, Fun, and Flexible**



**In our line of work, we are  
faced with having  
insufficient information,  
limited resources, and not  
enough time.**

**We are also required to  
produce very public and  
highly successful results...**



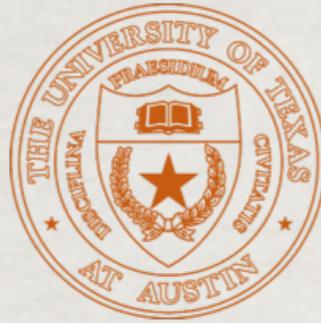
# IMPROV

# Flashback 1980's

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I've always been this  
cool

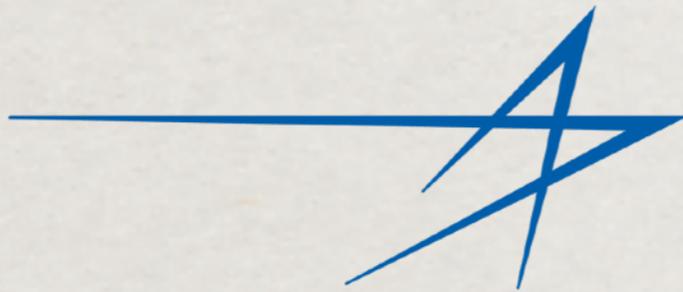




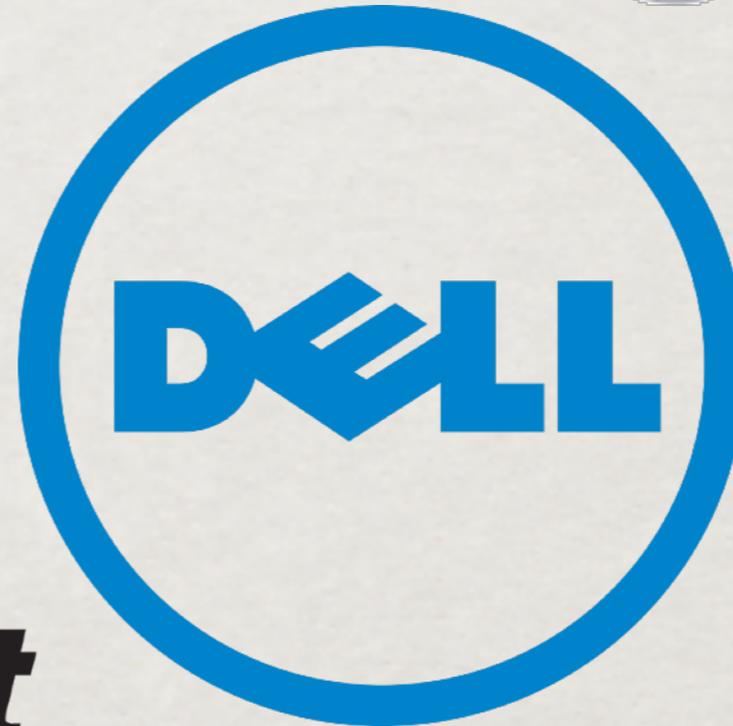
THE UNIVERSITY OF  
**TEXAS**  
— AT AUSTIN —

AMERICA'S  
**SBDC**

 **Spredfast**

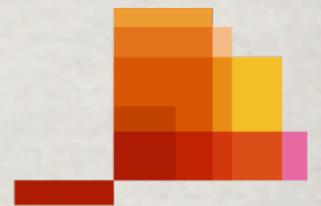


**LOCKHEED MARTIN**



**WHOLE  
FOODS**  
MARKET

**Microsoft**  
*game studios™*



**pwc**



**FOUR SEASONS**  
*Hotels and Resorts*



 **businessuites™**

**Advance/  
Auto Parts** 

# Today's Agenda

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- Get Here: Presence**
- Get Connected: Yes And**
- Get Fun: EPIC**



# GET HERE

## Presence





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**When we need your attention back....**

# Activity: Two Things In Common

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- Find a partner you don't know
- Introduce yourself
- Talk to discover two things in common
- High five
- Repeat with new partners until time is up

# Instant Relationships

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- Be Curious: Ask questions
- Be Open: Give a little to get a little
- Be Positive: Look for areas of agreement
- Be Flexible: Go where the chat leads you



# Improv Tip: Start with Agreement

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Find what you can  
say "Yes" to



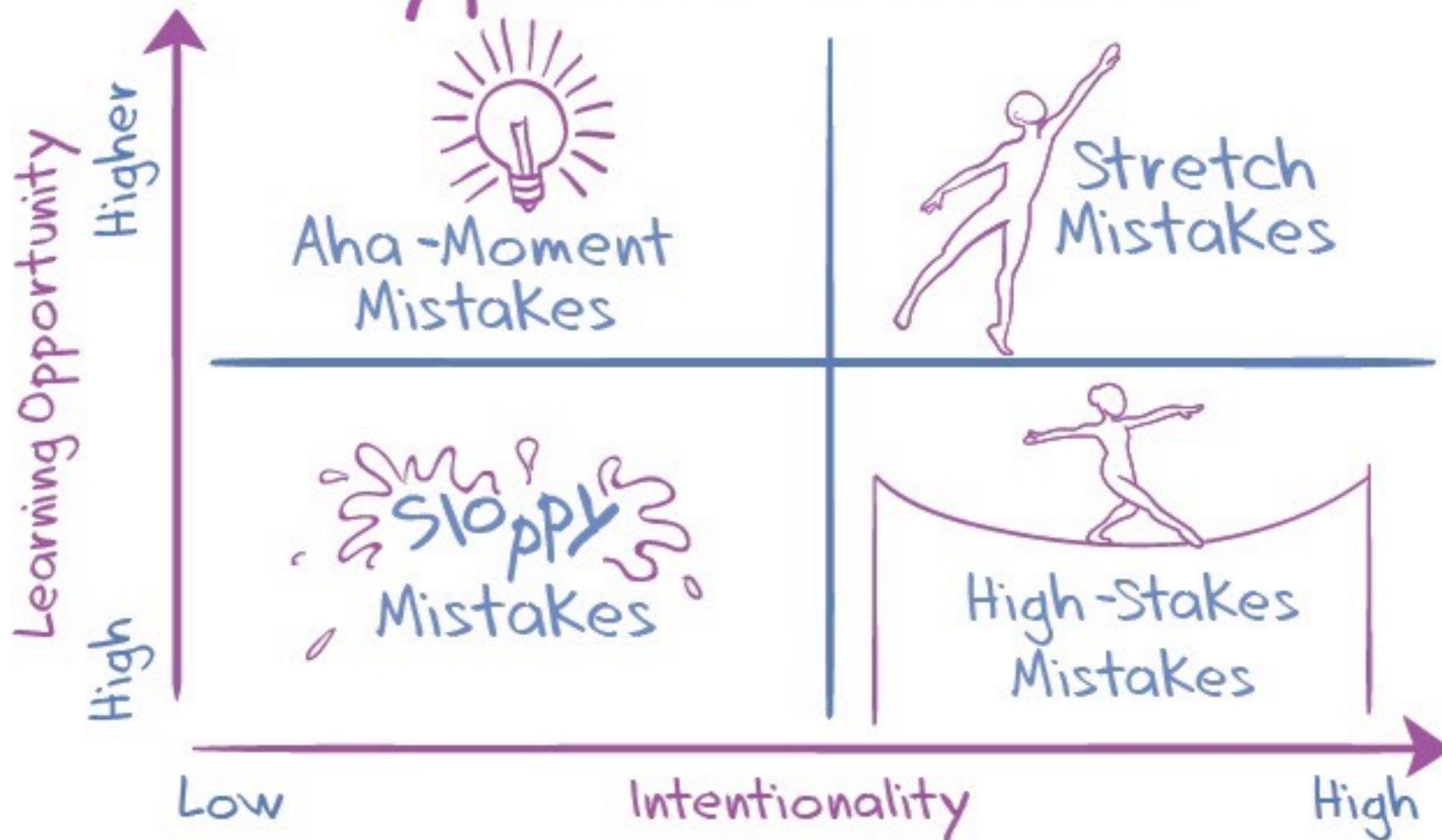
# Rules of Class

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- 1. Have fun**
- 2. Dare to fail**
- 3. Be a good sport**

# Types of Mistakes



# Take a Bow!

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- Find a partner near you
- Share a failure or mistake
- Take a bow
- Let them applaud you
- Return the favor



**1-2-3-Go!**

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# Improv Tip: Take Risks

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**If you aren't messing  
up, you aren't doing  
it right**



# GET CONNECTED

Yes! And...



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# BLENDING



**Basic Rule: No one cooperates with anyone who seems to be against them**

## **Blending**

- Reduce differences**
- Send signals of similarity**

# Ways to Blend



- Physically**
- Emotionally**
- Energetically**
- Verbally**
- Rhythmically**



**Yes! Or...**



**Yes! But...**



**Yes! And...**



**Yes!**

**Offer**

**Yes!  
AND**

**Awareness**

**Acceptance**

**Addition**

# Activity: Yes And Brainstorm



- Each group creates a product
- One person offer an idea
- Person to their left says, "Yes! And..."
- Continue around the circle for three minutes

# Activity: 3 Minute Brainstorm

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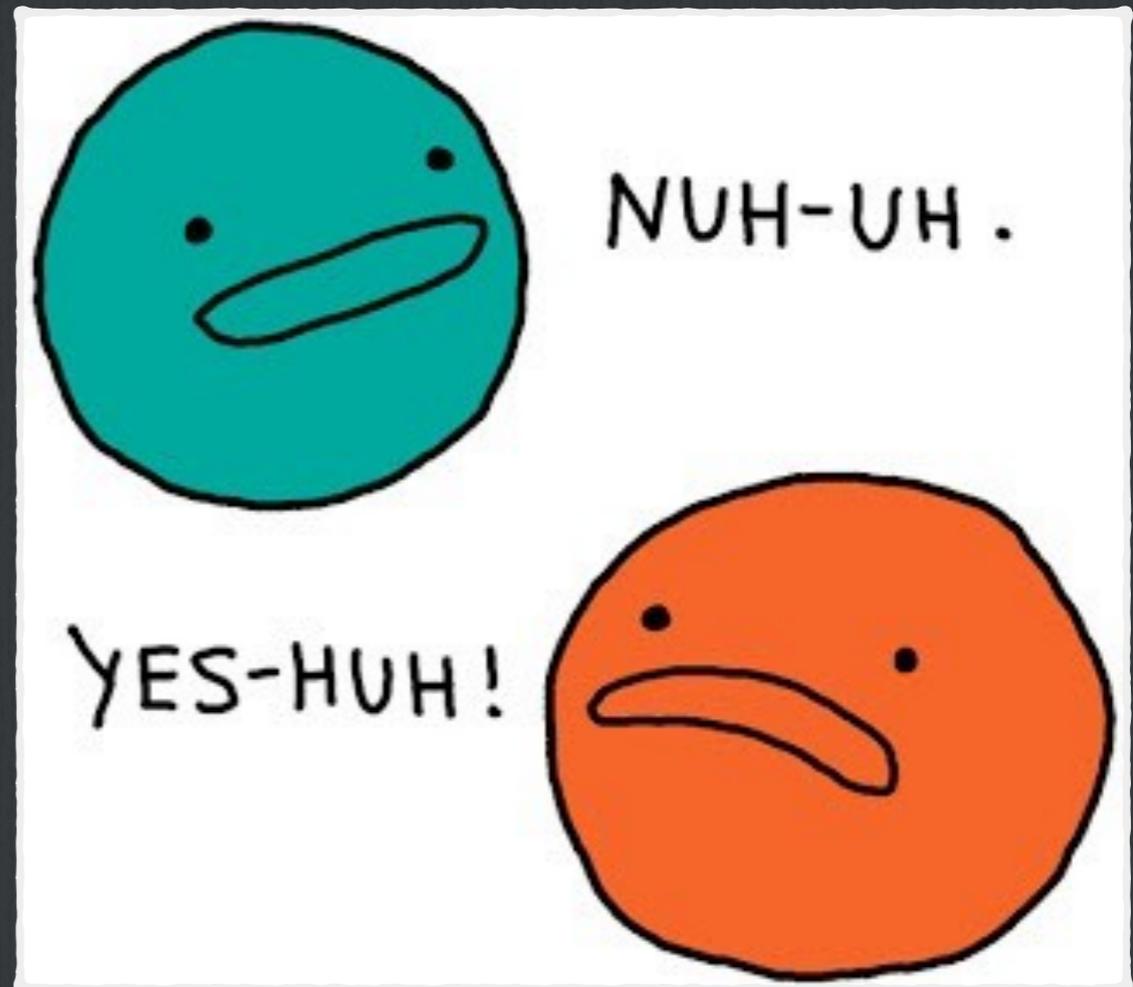
**Create a Product and Marketing Plan Including:**

- **Product**
- **Features**
- **Packaging**
- **Slogan**
- **Spokesperson**
- **Jingle**
- **Target Audience**
- **Website**
- **Commercial**
- **Anything else**



# When to Yes! And...

- Encourage people to share their ideas
- Explore an idea
- Generate multiple ideas quickly
- Remove conversation blocks and find solutions
- Shift your default from fear of the unknown to curiosity



**“Those who say 'yes' are rewarded by the adventures they have. Those who say 'no' are rewarded by the safety they attain.”**

**–Keith Johnstone, Impro**

# GET FUN

## Teamwork and EPIC



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# ROCK Paper Scissors



- Count 1, 2, 3, Show!**
- Scissors cuts paper**
- Paper covers rock**
- Rock smashes scissors**
- The winners keep playing until one person is the champion**

# ROCK Paper Scissors

**New and Improved!**



- If you win, begin celebrating!
- If you lose—also begin celebrating! Join the winner's entourage and cheer them on.
- Continue until you are cheering for the champion.

# Improv Tip: It's Not About You

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The game's not over when you lose. If you can invest in group success, you win every time.



# EPIC



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P  
I  
C**



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# TODAY'S AGENDA

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- Get Here: Presence**
- Get Connected: Yes And**
- Get Fun: EPIC**





**Any Questions?**



Thank you

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